

Want Ads.,
Agriculture,
Commerce.

The Times

INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

THE TIMES FOUNDED 1884.
THE DISPATCH FOUNDED 1894.

RICHMOND, VA., SUNDAY, MARCH 3, 1912.

PRICE FIVE CENTS

REAL ESTATE AND BUILDING NEWS

Immense Building Ac-
tivity All Over Greater
Richmond.

MANY SALES MADE;
NEW INDUSTRIES

All Kinds of Rumors Are in the
Air—New Industries Launched
and Others Talked Of—A
Week That Was Dull in a
Way—Houses Going
Up Magically.

The reports of Inspector Beck, already published in the Times-Dispatch, show that there was immense building activity in Richmond during the month that has been closed. If there was any way to get at all of the real estate deals the records would likely show that more real estate changed hands last month than in any other month in the history of Richmond. I have it right straight from the dealers that notwithstanding February was the short month of the year, although it had this year one extra day to its credit, it was a record breaker. I am sure that there is no stretching of the blanket when the statement is made that more real estate changed hands during the month of February than ever before in the same length of time in the history of Richmond, and this too in spite of bad weather.

Facts Yet to Come.
One-half of the deeds made have not yet come to the surface or been made public, as many of them are based on time contracts to be settled in thirty, sixty or even as long as ninety days. In conversation with a man who knows, and who has largely figured himself in the transactions of the month, the above assertion is verified in every respect.

Perhaps the biggest event of the week was the sale of a goodly lot of acreage made by Hufnagel & Sloan. They sold to an investor considerable acreage on the Broad Street road beyond the city limits and called in about \$17,900 in cash. It is understood that John P. Branch was the seller. The name of the buyer does not just yet appear upon the papers, but he is known as an investor.

Deals and Near Deals.
H. Seldon Taylor & Co. tell me of some big deals they made in Main Street property near to Twelfth and Thirteenth Streets that footed up about \$20,000.

Amos & Poladexter report some sales, mainly in the West End that amount to more than \$10,000.

Richmond & Crutcherfield did a few stunts in various parts of this city amounting to nearly \$10,000.

N. W. Bowe & Son sold close to \$50,000 of good Richmond dirt, and Ruerdum & Bowles tell of some fine sales in the western part of the city that foot up more than \$10,000.

Green & Kidd made some large sales, but they decline to give names and prices.

Waller & Berkeley report some very good sales amounting to more than \$30,000, but they are shy as to details. This firm has just given well into its new quarters on the second floor of the Mutual Building. The firm's offices were first up on Eighth Street, but now it is better located in the Mutual Building.

What Is Dulles?
There was a great deal of business going on, and yet the agents say the last week was rather dull. "It was something of a clearance week," said one of the most active of the real estate agents. He added:

"I just had to stop trying to sell any more to clear the field already made, and to clear the deck for future action. Any agent will tell you that it is more trouble really to settle up a sale than to make one, and when a fellow has fifteen or twenty transactions soaked in the sweat of success, running up into the thousands of dollars, to be settled for, it is no easy job to do it. Preparation, examination and execution of the deeds is something that has to be carefully done; the adjustment of taxes, rents, insurance and even like preparation of the deferred payment notes, drawing of deeds to secure such, or the assumption of liens already existing upon the property, the proper recording of the deeds, makes a mighty big draft on one's time. But it is absolutely necessary to clean up and get our desks ready for future transactions, and renewed activity can be looked for in the coming week."

"Do not infer from this, however, that nothing was doing in the way of selling last week; the fact is all agents were more or less busy, and some mighty big deals are in prospect, which will materialize in the very near future."

Confirmatory of the above it may be worthy of mention that J. Thompson Brown & Co. last week launched a pretty considerable deal which involved \$100,000 as a starting point. They say it will take that amount to buy the property and erect the buildings required for the new industry to be provided for. If the deal goes through, and quite likely it will, an industry that will distribute a million dollars a year to the circulating medium of Richmond, will get right in the swim.

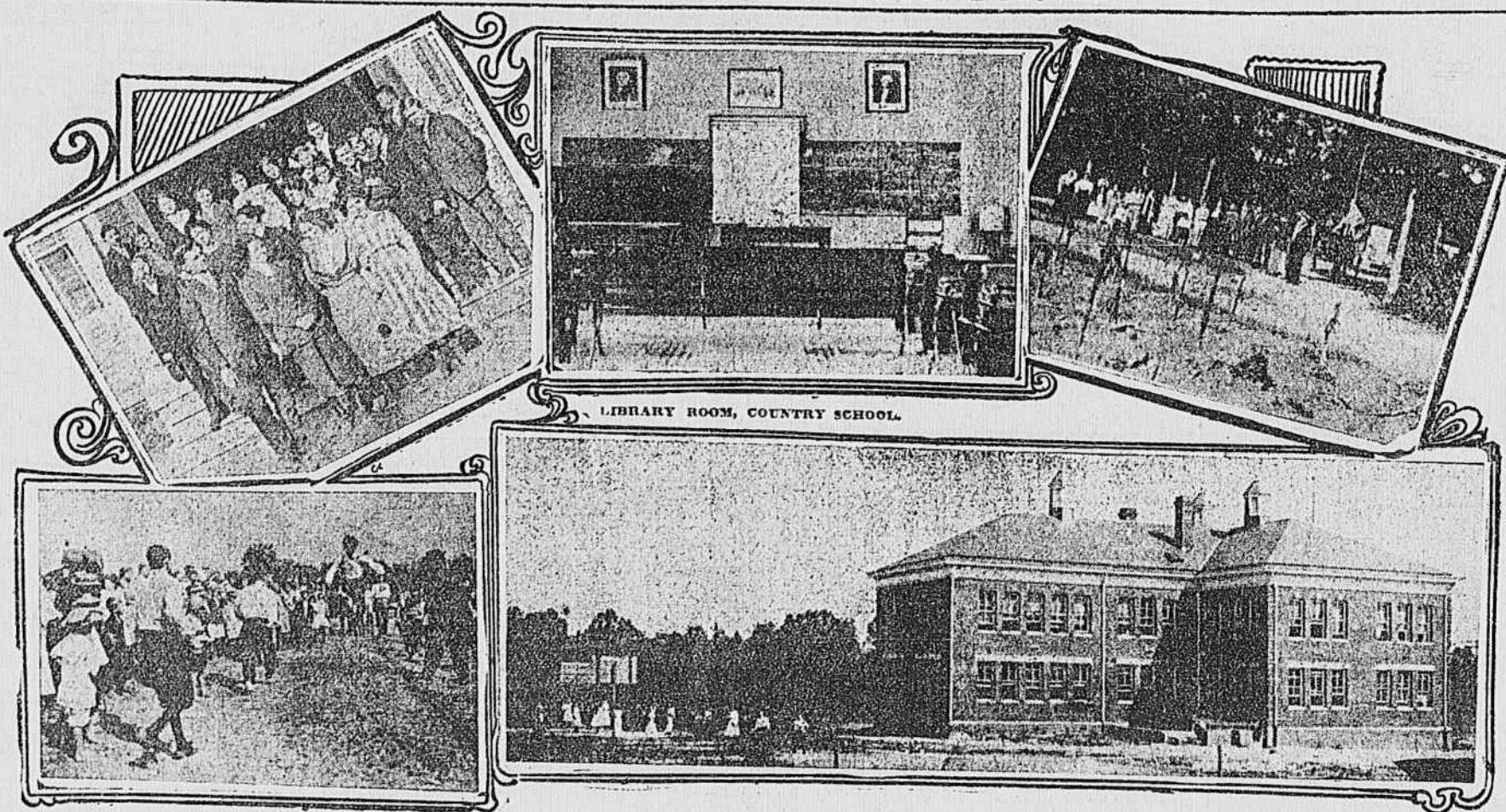
Big Broad Street Deal.

It is rumored that one of the big deals pulled off last week, or rather in the closing hours of last week, after 6 o'clock Saturday, was the sale of a tract of land on the Broad Street road, west of Monument Heights, at an average of over \$1,000 per acre, which is decidedly a "record-breaking or high-water mark" price for property this distance from the city.

The deal was pulled off jointly by Henry S. Hutzler & Co. and J. Thompson Brown & Co. It is understood that the property was owned individually by Mr. Hutzler, and on being approached by the subject, Mr. Hutzler preferred not to give out any facts at present, beyond the one fact of confirming the report. Brown & Co. were

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VIRGINIA COUNTRY SCHOOL SCENES



A BOYS' AND GIRLS' SCHOOL CLUB.
COUNTRY ATHLETICS.

LIBRARY ROOM, COUNTRY SCHOOL.

PATRON'S MEETING IN THE COUNTRY.
IMPROVED GROUNDS AT EMPORIA.

ITALIAN FARMERS IN THE SOUTHLAND

Discussion of Immigration Subject as It Pertains to Southern Farm Development.

SONS OF ITALY AS FARMERS

Some Points Gathered From Actual Observation and Not a Little Experience.

BY W. J. LAURIE.

In connection with the project of attracting immigrants to settle the vacant lands of the South, it will be of value to consider the place of the Italian in Southern agriculture. Members of this race as compared with all other recent immigrants have been the most prominent in seeking farms or employment as farm laborers in the South. Furthermore, within recent years the Southern planter, with the co-operation of representatives of the Italian government, has attempted to divert the incoming Italian immigrants from the cities and manufacturing establishments of the North and west to the sugar plantations of Louisiana and the rice farms of Texas, and to other farming sections of the South. Colonies of Italian truck farmers and fruit growers have also been established in the principal Southern States.

At the present time, according to the most trustworthy figures obtainable, there are more than thirty Italian rural communities in the South containing an aggregate population of more than 2,000 persons. The number of colonies with the approximate population according to principal States is as follows:

State	Approx. No. of Colonies	Approx. Population
Alabama	2	240
Arkansas	2	1,075
Louisiana	4	1,999
Mississippi	4	598
Missouri	2	250
North Carolina	2	480
Tennessee	2	320
Texas	12	3,675
Total	30	8,599

The United States Immigration Commission made a detailed study of these rural colonies in order to determine accurately the position of Italian farmers in Southern rural economy, his progress in Americanization, his effect upon the community and the effect of the rural environment upon him.

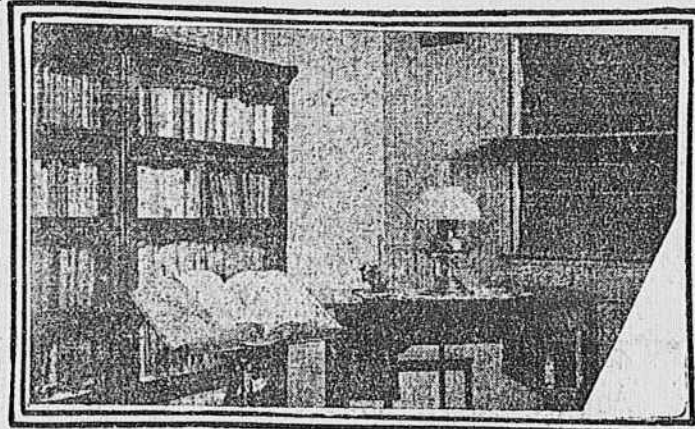
Sources of Immigration.

The great majority of Italian farmers in the South came from rural communities in Italy. Many of them were farmers or farmers' sons abroad. Some few owned land, but many were tenant farmers of farm laborers before emigrating. Perhaps one-half came directly from Italy to the rural districts in the Southern States.

Origin of Colonies.

Italian immigration has been in part stimulated, as already mentioned, by Southern planters, who, dissatisfied with negro labor, and desiring to settle farmers on large tracts of unimproved land, have for years been attempting to turn the tide of immigration Southward. The well-known Sunnyside colony, the mother of several other rural settlements, originated in the importation of 100 or more families from Northern Italy several years ago

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A COUNTRY SCHOOL LIBRARY.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Bad Winter Followed by Good Crops—A Cry From the Backwoods—Parcels Post—As a Pittsylvanian Sees It—Chicken Talk—Back to the Farm.

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention.

A Bright Outlook.

Here is an optimistic letter, one of the kind that I delight in: "There has been some growling about the hard winter. When I was a boy I used to hear the old folks say that a hard winter was always followed by a good crop year. I have found it so in my experience. I predict that we will have big crops this good year, but we have got to hustle for them. My suggestion is that we Virginia farmers give special attention this year to grass. Much grass leads many cows and sheep and things. Another suggestion: 'Let's make a whole lot of corn. My farm is on the border, where I can grow both cotton and tobacco, and I am going to raise a little of both, but I am putting my best work in on the grains and the grasses. I recommend the same policy to my brother farmers. Yes, the winter has been hard, very hard, but the spring and summer look bright to me. Let's take advantage of their brightness.'"

"GEORGE E. L."

The Milk in the Coconut.

"I have been reading a good deal in The Times-Dispatch and in other papers that find their way to the backwoods about the parcels post. They say the country folks favor it and the city folks are somewhat aghast. So I have written you a little. I am in favor of getting all that is coming to me as things are, and I don't know that I especially need the parcels post, but I believe it will be a good thing in the end for the country folks. Let's think a little. Suppose Uncle Sam establishes the parcels post. It will not take him long to find out that had roads hurt the efficiency of the parcels post. May not that knowledge wake him up to the necessity of better roads? You can guess at my point without further argument on my part. I believe the introduction of the parcels post will sooner or later lead to the United States government spending some money for the building of good

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APPLE-GROWING IN OLD VIRGINIA

Some Views and Near Views
That Come From the Shenandoah Valley.

These are some views of a practical apple grower, who lives and moves and has his being up in Augusta county, near to Waynesboro. Some of these views have been expressed in a private letter, and hence, the name of the writer cannot be given at present. But here is about what he says:

"Virginia's apple crops for the past ten years have steadily increased to such a volume as to place these apple growers among the captains of industry."

"One of the attractive features of apple growing is that it can be followed successfully on a comparative small scale, it being a well established fact that the highest quality apples grow in orchards of from ten to twenty-five acres."

"This condition applies to orchards—quoting a Boston attorney, 'When you increase your business to a very great extent the multitude of problems increase proportionately. You find, first, that the man at the head has diminishing knowledge of the facts, and second, a diminished opportunity of exercising careful judgment on details.'"

"The modern commercial orchard contains on an average forty-four apple trees to the acre; ten acres can be profitably planted and cultivated by one man and a horse, and the only additional labor required would be at applying, picking and packing periods; now, let us see what such a 10-acre orchard would yield in money."

"Apples in Virginia properly planted and developed commence bearing at the fifth year after planting, a fair average yield for the fifth year would be one bushel per tree, or forty to fifty bushels per acre, taking the packing records of a Waynesboro orchard under efficient management, we find that the six-year trees average two bushels; the seven-year trees, three bushels; the eight-year trees, four bushels; the nine-year trees, five bushels; the ten-year trees, six bushels; the eleven-year trees, seven bushels; the twelve-year trees, eight bushels; the thirteen-year trees, nine bushels; the fourteen-year trees, ten bushels; the fifteen-year trees, eleven bushels; the sixteen-year trees, twelve bushels; the seventeen-year trees, thirteen bushels; the eighteen-year trees, fourteen bushels; the nineteen-year trees, fifteen bushels; the twenty-year trees, sixteen bushels per acre. Translating these figures to apples, we find above, three bushels in full bearing at above figures. Now, just now, the market price for apples is about \$1.00 per bushel, and the total cost to produce these apples, including interest on the investment, all orchard labor, including picking, packing and shipping, was less than one-half cent per apple."

It may be remarked in this connection that the Industrial Section has been preaching the doctrine of better fruit growing. Now in its campaign of enlightenment on Virginia's multiple resources it begs to call the attention of the interested reader to the above figures. Just now, the market price for apples is about \$1.00 per bushel, and the total cost to produce these apples, including interest on the investment, all orchard labor, including picking, packing and shipping, was less than one-half cent per apple."

"OLD PITTSYLVANIA."

Chicken Rulers' Chance.

Mr. Editor—You ask for suggestions. Here is one: Yesterday morning my wife "ordered" me to buy a chicken for dinner. In obeying the order, I went to the market and I bought a dressed chicken. Having some money on my mind, I talked with the market man, and much to my surprise I learned that the chicken I had bought came here from another State, and that after it had been killed in the adjoining State, it was shipped here for sale, and found ready sale. And yet the Industrial Section of The Times-Dispatch has been telling me of the big chicken-raising business in Virginia. Can it be true that Virginia chicken-rulers are not supplying the Richmond market? Yes, it is true. The chicken industry is growing in Virginia very rapidly, but Richmond is growing, too. It would seem from the above suggestion that there is room yet for the chicken-

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COTTON CULTURE WAY DOWN SOUTH

Some Views That Have Been
Expressed by the President
of the Southern Railway

Washington, March 2.—President Finley, of the Southern Railway Company, speaking of the first year's work of the Cotton Culture Department maintained by the Southern Railway, the Mobile and Ohio Railroad, the Alabama Great Southern Railroad, and the Georgia Southern and Florida Railway, said:

"The primary purpose of the organization of the Cotton Culture Department by the railway companies which contribute to its support was to co-operate with farmers along the lines of those companies in the territory along the advance of the Mexican cotton boll weevil for the adoption of those cultural methods recommended by the late Dr. S. A. Knapp, of the United States Agricultural Department, for growing cotton under boll weevil conditions. Dr. Knapp also advised that it would be advantageous to adopt those methods independently of the presence of the weevil. The results of the first year's work of our Cotton Culture Department have demonstrated the soundness of his advice in all respects."

"In a circular, under the date of February 12, 1912, prepared by Dr. W. D. Hunter, the boll weevil expert of the Bureau of Entomology, and issued by Dr. L. O. Howard, chief of that bureau, with the approval of the Secretary of Agriculture, it is pointed out that the weevils were less numerous in 1911, owing to adverse weather conditions, and that the insect was exterminated in an area covering about 25,000 square miles in the northwestern portion of Texas and the western portion of Oklahoma where conditions were particularly unfavorable. Dr. Hunter shows that, notwithstanding these conditions, the insect continued to spread to the northward and eastward in Arkansas, Mississippi, and Alabama."

"He says that the reduction in numbers in 1911 was due to a combination of climatic influences which can only be expected to recur at infrequent intervals, and that, with the return of favorable seasons, the weevil will again multiply. He urges, therefore, that it is necessary for planters to continue their fight against the weevil according to the methods that have been recommended by the Agricultural Department. These are the methods advised by the Southern Railway Cotton Culture Department."

It should be borne in mind that the cultural methods recommended by the late Dr. Knapp and advised by our Cotton Culture Department involve intensive farming. This is important not only as to cotton, but also as to other crops, and we are urging farmers to produce all of the grains, fruits, vegetables, meats, dairy products, and poultry on the farm, so that they may not have to sell cotton regardless of market conditions in order to buy these things, but may be able to market their crop when there is a reasonable demand for it. It will thus be seen that the agents of the Cotton Culture Department are giving advice as to farm operations generally. Their success in this is shown by the records made in thirty fields of cotton grown in accordance with their advice. The average yield obtained under improved cultural methods was forty-seven and a half bushels per acre, as compared with an estimated average of fourteen bushels per acre on similar lands in the same general locality. The best cotton yield reported by our Cotton Culture Department was eighty-two bushels per acre on a field of sixty-five acres."

The County League.

The association has organized school and civic leagues in ninety of the counties of Virginia, and these leagues are doing a good service in a quiet way. They are raising a goodly amount of money by volunteer contributions to be used to beautify and to make sanitary the school properties. Just in this quiet way near about \$10,000 was raised last year, and every cent of it has been well expended to do good work.

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GOOD WORK THAT IS WORTH DOING

What Has Been Done
by Co-Operative Education
Association.

GOOD WORK THAT IS STATE-WIDE

The Women Folks Are Doing
Very Much for Industrial
Development—Education
Along Very Many Lines,
and Especially Along
Industrial Lines.

BY FRANK S. WOODSON.

The Co-Operative Education Association of Virginia is an institution that probably is not very well known in the State. And yet, there is not an association or any kind of a thing in the State that has done more for the betterment of the state. That it is not well known is due to the fact that the association does not advertise itself; does not tout its own horn, but contents itself with doing a good work in a quiet and unostentatious way.

The good work of the association has been brought to my attention because of its bearing upon the industrial development of Virginia.

Well, to start with it is an association largely of good women, with some right good men sprinkled here and there in the work, sprinkled where they must be had, and are most needed.

The association has been at work about eight years in Virginia, and in that time has accomplished wonders, and yet it has never cost the State treasury or any county treasury a cent.

Good Work Volunteered.
The association, as I understand it, is a volunteer organization to back stand the educational department of the State. It is not a part of the State or from any county. It has expenses, of course; it could not maintain offices in Richmond and it could not send out to the rural districts such fine lecturers as Mrs. L. R. Dashiell and Mrs. J. H. Binford if there was not a fund that came from somewhere to pay the expenses.

This fund is supplied by the Southern Education Society of New York, and supplemented by liberal contributions of a dozen or more private Virginians, nearly all of whom live in Richmond.

Mrs. B. B. Munford, of this city, who is always in the front rank of anything that is of an educational and uplifting nature, is the president of this association, and it is likely that its success so far is due very largely to her vigorous work.

Historical Facts.
Wishing to get points, I asked Mrs. Munford for some historical data. From her reply I gather the following facts:

The Co-Operative Education Association was organized on March 25 and 26, 1904, at the State Capitol, in response to a call by Governor A. J. Montague and Dr. Southall, then Superintendent of Public Instruction. There were present at this meeting a number of citizens representing the geographical divisions, as well as the educational interests of the State. I quote from the first public appeal of this association, made soon after its first president, Dr. S. C. Mitchell: "The purpose of the conference was to unify educational forces, with a view to utilizing their combined wisdom and strength in reinforcing the efforts of the State and local school authorities in the matter of perfecting the public school system of Virginia. Those present desired to sink differences and to seek the identities among all educators."

He continues: "It is plain that the public school is the common center of all educational agencies. It is the reservoir whence all supplies are drawn. Upon its efficiency, therefore, depends not only the enlightenment of the citizen, but the culture of the college. In a word, the common school is the heart of the educational system of Virginia. As a nucleus for all educational forces the common school welds together the various educational interests and imparts higher efficiency to all forms of education."

With something like the above for its platform the Co-Operative Association has for the past decade been doing a fine service in Virginia.

The Association is in hearty cooperation with the general educational movement in the State. In fact, it is really a part of the State educational work, and yet without cost to the State.

The real work of the association is to create a high sentiment in favor of higher education, and all that kind of thing, but in the meantime it has been in the past decade doing a grand work along many other lines.

The doctrines that are taught by the association are sanitation, home life, religion and home building. These are the principal doctrines. There are other things taught and they include industrial propositions of a world-wide character.

Mrs. L. R. Dashiell, who is the director-general of the association, tells me that in her travels in the country she can not talk upon more interesting subjects than corn clubs, country sanitation, domestic science and good roads.

These are the things that are being preached and talked about by the speakers both male and female of the Co-Operative Education Association.

The association has organized school and civic leagues in ninety of the counties of Virginia, and these leagues are doing a good service in a quiet way. They are raising a goodly amount of money by volunteer contributions to be used to beautify and to make sanitary the school properties. Just in this quiet way near about \$10,000 was raised last year, and every cent of it has been well expended to do good work.

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